



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

July 30, 2020

Derek Martin
American Constructors
2900 Vanderbilt Place
Nashville TN 37212

Re: **RFQ 54078 Mill Ridge and Ravenwood Regional Park Construction**

Dear Mr. Martin:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above **RFQ 54078 Mill Ridge and Ravenwood Regional Park Construction**. This letter hereby notifies you of Metro's intent to award to **American Constructors**, contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

If the Equal Business Opportunity (EBO) Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification.

Additionally, the awardee will be required to submit evidence of participation of and contractor's payment to all Small, Minority, and Women Owned Businesses participation in any resultant contract. This evidence shall be submitted monthly and include copies of subcontracts or purchase orders, the Prime Contractor's Application for Payment, or invoices, and cancelled checks or other supporting payment documents. Should you have any questions concerning this requirement, please contact **Evans Cline**, BAO Representative, at **615-862-6137** or at evans.cline@nashville.gov.

Depending on the file sizes, the responses to the procurement solicitation and supporting award documentation can be made available either by email, CD for pickup, or in person for inspection. If you desire to receive or review the documentation or have any questions, please contact Buyer **Christina Alexander** by email at christina.alexander@nashville.gov Monday through Friday between 8:30am and 3:30pm.

Thank you for participating in Metro's competitive procurement process.

Sincerely,

Michelle A. Hernandez Lane

Michelle A. Hernandez Lane
Purchasing Agent

Cc: Solicitation File, Other Offerors

Pursuant to M.C.L. 4.36.010 Authority to resolve protested solicitations and awards.

A. Right to Protest. Any actual or prospective bidder, offeror or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the Purchasing Agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

Procurement Division

730 Second Avenue South, Suite 112
P.O. Box 196300
Nashville, Tennessee 37219-6300

www.Nashville.gov
Phone: 615-862-6180
Fax: 615-862-6179

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
RFQ 54078 Mill Ridge & Ravenwood Park Construction			28	7	35
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Dowdle Construction Group	\$18,382,690.62	\$5,156,417.00	24.00	7.00	31.00
American Constructors	\$15,756,593.55	\$1,054,203.00	32.00	1.43	33.43

RFQ# 54078 Mill Ridge and Ravenwood Park Construction Evaluation Team Score Sheet

Offeror	American Constructors	Dowdle Construction
Contract Acceptance (Yes/No)	Yes	Yes
Cost (35)	33.43	31.00
Project Approach & Methodology (25)	23.00	22.00
Experience on Similar Projects (20)	20.00	16.00
Team Qualifications (20)	16.00	19.00
Total Evaluation Scores	92.43	88.00

Evaluation Comments

American Constructors
<p>Strengths</p> <p>Firm's proposal demonstrated firm's understanding of scope of work for projects. Proposal demonstrated reference projects of similar size, scope and complexity. Firm's proposal demonstrated firm's qualification's and ability to accomplish the required outcome of scope of work for this solicitation. Firm's proposal demonstrated and provided all other required information with the exception of the weaknesses noted below.</p>
<p>Weaknesses</p> <p>Firm failed to provide required executive summary. Firm's proposal lacked detail for warranty coverage, as stated does not meet Metro's required coverage. Firm's proposal suggested unusual timing of project trades, to include seasonal tasks. Firm's proposal failed to demonstrate communications plan for playground equipment vendors. Firm's proposal failed to include subcontractors information under team qualification.</p>

Dowdle Construction

Strengths

Firm's proposal identified proposed team members. Firm's provided reference projects were on time and under budget. Firm provided detailed organizational chart. Firm's proposal demonstrated and provided all other required information with the exception of the weaknesses noted below.

Weaknesses

Firm's proposed project length was longer than Metro anticipated. Firm's proposal suggested unusual timing of project trades, to include seasonal tasks. Firm's proposed risk management lacked detail. Firm's proposal lacked detail for communications plan for playground equipment vendors. Firm's proposal lacked detail for communications plan for TDOT. Firm's provided reference projects were not of similar size, scope or complexity of scope of work for this solicitation. Firm failed to provide resumes for key professionals for this project.

BAO SBE Assessment Sheet

BAO Specialist: Cline, Evans
Contract Specialist: Alexander, Christina
7/22/2020

Department Name: Metro Parks
RFP/ITB Number: 54078

Project Name: Mill Ridge & Ravenwood Park Construction

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	SBE Subs approved?	SBE (%)	Comments
American Constructors	\$15,756,593.55	\$1,054,203.00	Yes	7%	American Constructors is not a Metro-approved SBE and has proposed Metro-approved SBEs Big Visual Group at 0.41% and Reed Land and Hardscaping at 6.28%.



Statement of M/WBE Utilization

Proposer's/Firm's Name: American Constructors, Inc.	Proposer's Phone #: 615.329.0123
Solicitation Title: Mill Ridge and Ravenwood Park Construction	Proposer's Email Address: derekm@americanconstructors.us
Solicitation #: 54078	Amount Self-performed :
Proposer's/Firm's Ownership: Non-M/WBE	Total Bid Amount: 15,756,593.55
Proposed EBO Goal (%) : 10 MBE% 6 WBE%	EBO Goal Met? (Y/N) Select

The following MWBE* subcontractor(s)/supplier(s) will be utilized for the performance of this project:

				Certificate					
MBE/WBE Firm Name		MBE/WBE Firm Address		Type		Code #		MBE/WBE	
				(MBE or WBE)		UNSPS/NAICS		Dollars (\$)	
						Description of Work		Percent	
								of Total Contract	
1	McInerney & Associates	2515 Winford Ave Nashville TN 37211	615.726.0076	MBE	1	30170000	Glazing	73,748	0.47%
2				Select	Select				
3				Select	Select				
4				Select	Select				
5				Select	Select				
6				Select	Select				
7				Select	Select				

I am the duly authorized representative and certify the facts and representations contained in this form and supporting documents are true and correct.

Authorized Representative (Printed Name/Title/Signature) Derek Martin, Vice President of Marketing	Date 06/09/2020
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*Note: MWBE is defined as business enterprise maintaining a significant business presence in the Program Area & performing a commercial useful function that is owned by one or more of the following: (1) African Americans (2) Native Americans, (3) Hispanic Americans, (4) Asian Americans, and (5) Women.

For Internal Office Use ONLY Has Prime Complied with EBO Goal? NO	If No, Good Faith Efforts Met? YES
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BAO Representative: Evans Cline

Date: 07/22/20

Total MBE Subcontracting	0.47 %	\$ 73,748
Total WBE Subcontracting	0 %	\$ 0
Total MBE/WBE Participation:	0.47 %	\$ 73,748

Certificate Of Completion

Envelope Id: 3405DD875AE54BB29DD957C75352B97B	Status: Completed
Subject: Please DocuSign: Intent to Award Letter RFQ 54078	
Source Envelope:	
Document Pages: 6	Signatures: 1
Certificate Pages: 1	Initials: 0
AutoNav: Enabled	Envelope Originator:
Envelopeld Stamping: Enabled	Procurement Resource Group
Time Zone: (UTC-06:00) Central Time (US & Canada)	730 2nd Ave. South 1st Floor
	Nashville, TN 37219
	prg@nashville.gov
	IP Address: 170.190.198.185

Record Tracking

Status: Original 7/30/2020 8:06:16 AM	Holder: Procurement Resource Group prg@nashville.gov	Location: DocuSign
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Signer Events

Signature	Timestamp
Michelle A. Hernandez Lane michelle.lane@nashville.gov Chief Procurement Officer/Purchasing Agent Metro Security Level: Email, Account Authentication (None)	Sent: 7/30/2020 8:12:36 AM Viewed: 7/30/2020 8:14:54 AM Signed: 7/30/2020 8:15:51 AM
Signature Adoption: Pre-selected Style Using IP Address: 170.190.198.185	

Electronic Record and Signature Disclosure:
Not Offered via DocuSign

In Person Signer Events

Signature	Timestamp
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Editor Delivery Events

Status	Timestamp
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Agent Delivery Events

Status	Timestamp
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Intermediary Delivery Events

Status	Timestamp
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Certified Delivery Events

Status	Timestamp
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Carbon Copy Events

Status	Timestamp
Christina Alexander christina.alexander@nashville.gov Security Level: Email, Account Authentication (None)	Sent: 7/30/2020 8:15:52 AM Viewed: 7/30/2020 9:06:22 AM

COPIED

Electronic Record and Signature Disclosure:
Not Offered via DocuSign

Witness Events

Signature	Timestamp
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Notary Events

Signature	Timestamp
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Envelope Summary Events

Status	Timestamps
Envelope Sent	7/30/2020 8:15:52 AM
Certified Delivered	7/30/2020 8:15:52 AM
Signing Complete	7/30/2020 8:15:52 AM
Completed	7/30/2020 8:15:52 AM

Payment Events

Status	Timestamps
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